

Message Text

UNCLASSIFIED

PAGE 01 STATE 016691
ORIGIN COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 SIG-02 /025 R

DRAFTED BY COM/BED/OIM/JLBLOW/CMM

APPROVED BY EB/OCA/CM/REILLY

COM/BED/OIM/TKBREWER/CMM

COM/BED/OIM/EOOLSEN/AD/EM

STATE/ARA/ECP:WSKOK (INFO)

-----098878 21111Z /21

R 202245Z JAN 78

FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES

AMEMBASSY BOGOTA

AMEMBASSY CARACAS

AMEMBASSY LIMA

AMEMBASSY MONTEVIDEO

AMEMBASSY QUITO

AMEMBASSY SANTIAGO

AMCONSUL SAO PAULO

UNCLAS STATE 016691

E.O. 11652: N/A

TAGS: BEXP, OTRA, XM

SUBJECT: HYDRA-TOOL VISIT

1. MR. CLAY EWING, VICE PRESIDENT AND INTERNATIONAL
MANAGER FOR HYDRA-TOOL CO. INC., GREENWOOD, MISSISSIPPI
HAS PLANNED LENGTHY TRIP TO ADDRESSE POSTS. BOTH STATE
AND COMMERCE HAVE BEEN CONTACTED BY SENATOR EASTLAND TO
PROVIDE NECESSARY ASSISTANCE.

2. INFORMATION PACKETS WILL BE SENT TO EACH POST NO LATER
THAN JANUARY 25. PACKETS WILL CONTAIN SALES BROCHURES,
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 016691

TECHNICAL INFORMATION AND MARKETING PLAN FOR EACH COUNTRY.
HYDRA-TOOL IS A MACHINE TOOL MANUFACTURER SPECIALIZING
IN CUTTING, PRESS BRAKES, AND DRILLING EQUIPMENT. THEIR
PRINCIPAL INTEREST IS TO MEET WITH PROSPECTIVE AGENTS
AND END-USERS WHO MAKE PRODUCTS OUT OF HEAVY STEEL, I.E.
FARM IMPLEMENTS, STEEL SERVICE CENTERS, OFFICE FURNITURE
ETC.

3. MR. EWING WILL BE TRAVELING ALONE AND WOULD LIKE TO MEET WITH AS MANY PROSPECTIVE AGENTS AS SCHEDULE WILL PERMIT. HE WOULD LIKE TO TALK TO AT LEAST ONE END-USER ONE EACH STOP. THE FIRM IS NOT INTERESTED IN JOINT VENTURE OR LICENSING ARRANGEMENTS AT THIS TIME, BUT HAS

NOT CLOSED THE DOOR. MR. EWING SPEAKS SPANISH BUT DOES NOT SPEAK PORTUGUESE. SALES BROCHURES HAVE BEEN PREPARED IN SPANISH.

4. ITINERARY FOLLOWS:

FEBRUARY 18, 1978 - DEPART NEW ORLEANS, DL956 - ARRIVE CARACAS 2216

FEBRUARY 23, 1978 - DEPART CARACAS 0055, PA515, ARRIVE SAO PAULO 0950

FEBRUARY 25, 1978 - DEPART SAO PAULO 0930, LH506, ARRIVE MONTEVIDEO 1400

FEBRUARY 28, 1978 - DEPART MONTEVIDEO 1915, AR254, ARRIVE BUENOS AIRES 1950

MARCH 5, 1978 - DEPART BUENOS AIRES 1915, BN978, ARRIVE UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 016691

SANTIAGO 2110

MARCH 8 - 1978 - DEPART SANTIAGO 2215, LA142, ARRIVE LIMA 2335

MARCH 14, 1978 - DEPART LIMA 0630, BN908, ARRIVE QUITO 0830

MARCH 16, 1978 - DEPART QUITO 0845, BN922, ARRIVE BOGOTA 1000

MARCH 18, 1978 - DEPART BOGOTA 1000, AV030, ARRIVE MIAMI 1330

5. POSTS SHOULD ADVISE USDOC ATTN: JIM BLOW, CMM-BRAZIL/RIVER PLATE IF ABOVE ITINERARY PRESENTS SPECIAL PROBLEM. MR. EWING WILL CONTACT EMBASSY AS SOON AS POSSIBLE AFTER CHECKING INTO HOTEL. CHRISTOPHER

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptoning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 jan 1978
Decapton Date: 01 jan 1960
Decapton Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE016691
Document Source: CORE
Document Unique ID: 00
Drafter: BED/OIM/JLBLOW/CMM
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780032-0830
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780138/aaaabgca.tel
Line Count: 112
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: bd0ec7e1-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 07 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3736907
Secure: OPEN
Status: NATIVE
Subject: HYDRA-TOOL VISIT
TAGS: BEXP, OTRA, XM
To: BUENOS AIRES BOGOTA MULTIPLE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/bd0ec7e1-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014